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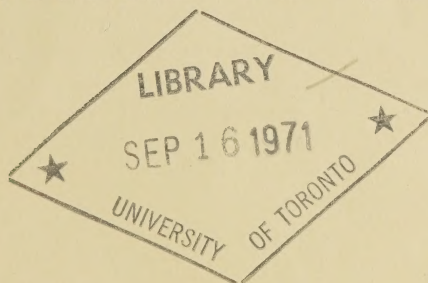
Government  
Publications



*General publications*

# FARM MANAGEMENT COURSES

of the  
ONTARIO DEPARTMENT OF  
AGRICULTURE AND FOOD



Everett Biggs  
Deputy Minister

Hon. Wm. A. Stewart  
Minister



## THE ONTARIO FARM MANAGEMENT PROGRAM PROVIDES FOR FARM MANAGEMENT COURSES IN COUNTIES (DISTRICTS) ACROSS THE PROVINCE

New technical information each year creates a constant demand among food producers for the latest research data, and the application of this information, on individual farms. Changes occur each day.

Trained Agriculturalists, who are sensitive to the needs and interests of farm people, are available in each County (District) to conduct courses in Financial Management, Livestock Management, Soil & Crop Management and Machinery Management.

Several teaching methods are used, including

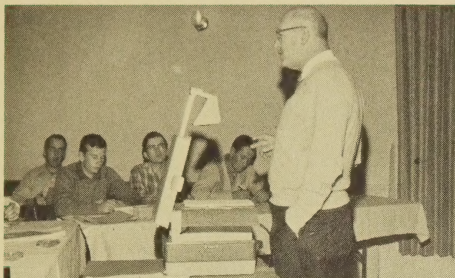
1. EDUCATIONAL MEETINGS where there is a minimum amount of active involvement by the group.
2. WORKSHOPS where groups actively participate in a one-day learning experience.
3. IN-DEPTH COURSES, where there is a series of meetings, either educational or workshop type (or combination of both) lasting more than one day, covering several aspects of a subject.

Discussion groups, slides, films, charts, overhead projectors, and blackboard are all used to advantage in conducting farm management courses with adult farm people.

The courses outlined in this brochure are available as complete courses or as partial courses depending on the interest of local people.

Persons wishing to participate in any of the FARM MANAGEMENT COURSES listed on the following pages should contact their local County or District office of the Ontario Department of Agriculture and Food.

Courses are made available on a County or District basis when 15-30 persons show an interest in a topic.



## SECTION A

### "FINANCIAL MANAGEMENT"

- a) **"FARM BUSINESS & FINANCIAL MANAGEMENT COURSE"** — This course includes many of the basic economic principles which confront the modern farm owner, as he makes his day-to-day operating decisions that are related to money. Topics include:

- 1) the management job
- 2) economic principles
- 3) farm records
- 4) analysis of completed records
- 5) budgeting
- 6) crop and livestock management
- 7) renting, owning and transfer agreements
- 8) farm credit — where to get it and how to use it
- 9) agricultural marketing
- 10) taxation
- 11) risk, uncertainty and insurance
- 12) management of labour

Length: 20 Sessions

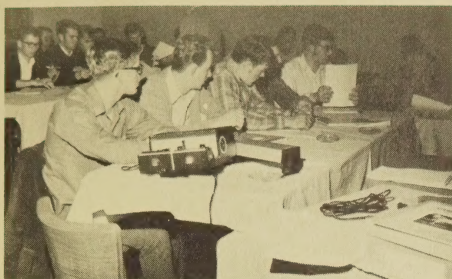
- b) **"ESTATE PLANNING"** — This is a supplement to (a) above and includes

- 1) estate planning
- 2) special problems for farm owners
- 3) estate taxes
- 4) gift taxes
- 5) succession duties
- 6) basic herd
- 7) insurance



- c) **"INCORPORATION & PARTNERSHIPS"** — This is a second supplement to (a) above and includes:
- 1) basic concepts and principles
  - 2) letters patent
  - 3) authorized capital
  - 4) preference shares, common shares
  - 5) partnerships for estate planning
- d) **"MARKETING OF AGRICULTURAL PRODUCTS"** — This course will give the farm operator a greater understanding of the prices he receives for his products, as well as the prices which he pays for his supplies. Topics include:
- 1) the framework of marketing
  - 2) elements of price theory
  - 3) what makes farmers' prices
  - 4) cost and supply: firm and industry under perfect competition
  - 5) cost and supply: firm and industry under imperfect competition
  - 6) Government policies relative to marketing and applications of price theory
  - 7) International Trade and Canadian agriculture
  - 8) Marketing legislation in Ontario
  - 9) examination of existing marketing board programs
  - 10) In-depth study of specific marketing boards (e.g. milk, broilers, tobacco, hogs, wheat)
  - 11) improving existing marketing board programs
  - 12) items relevant to course participants (e.g. the future market, major issues in food marketing)

Length: 12 Sessions



## SECTION B

### "LIVESTOCK MANAGEMENT"

- a) **"LIVESTOCK FEEDING"** — This course is adaptable for dairy, beef or swine producers. Worksheets enable the livestock feeder to balance his own rations, so that he can produce meat or milk as economically as possible with the feeds he has available. Topics include:
- 1) goals and opportunities in livestock feeding
  - 2) digestion
  - 3) feeding terms, nutrients (and their sources), feed additives
  - 4) building rations for dairy, beef and swine .

Length: 6 Sessions

- b) **"DAIRY CATTLE HOUSING AND MANAGEMENT"** — This course looks at the various styles of dairy housing and management. Course participants will have a greater appreciation for the economic considerations that are associated with well-planned farm buildings. Topics include:
- 1) basic farm structures
  - 2) tie-stall housing
  - 3) free-stall housing
  - 4) milk houses — milking parlours
  - 5) milking and milk handling equipment
  - 6) feed storage and handling
  - 7) electricity on the dairy farm
  - 8) farmstead planning
  - 9) economics of the dairy enterprise

Length: 10 Sessions



## SECTION C

### "SOIL & CROP MANAGEMENT"

- a) **"CASH AND FIELD CROPS COURSE"** — This course is designed for the cash crop producer who wants to keep up-to-date on the new technology of crop production and crop management. New research data is included each year and topics include:

- 1) corn production
- 2) soy bean production
- 3) white bean and yellow eye bean production
- 4) weed control
- 5) harvesting and storage
- 6) insects and disease control
- 7) drainage

Length: 10 Sessions

- b) **"CEREAL GRAINS COURSE"** — This course is a special adaptation for (a) above, and is designed specifically for dairy, beef and swine producers. Topics include:

- 1) drainage for cereals
- 2) the role of soils and fertilizer
- 3) plant breeding
- 4) seed sources and varieties
- 5) insect and disease control
- 6) rotations and cultural practices
- 7) weed control
- 8) the safe use of pesticides
- 9) harvesting and storage

Length: 10 Sessions



c) **"FORAGE CROPS COURSE"** — This course is similar to the cash and field crop course, but designed for the dairy and beef producer who grows forages. Topics include:

- 1) livestock forage requirements
- 2) drainage for forages
- 3) insect, disease and weed control
- 4) selection of varieties and establishment of seed beds

Length: 10 Sessions

d) **"SOILS AND FERTILIZER COURSE"** — This course complements the crop courses outlined in the Soil and Crop Management section. Participants will be able to interpret their own soil test sheets and develop fertilizer recommendations for crops on his own farm. Topics include:

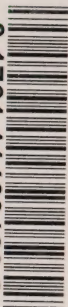
- 1) soil test recommendations, guidelines for interpreting laboratory print-out sheets
- 2) physical properties of soils
- 3) organic matter and manure in soils
- 4) acidity and alkalinity in soils
- 5) relationships between water, air, plants and soil
- 6) properties of fertilizers
- 7) identification of nutrient deficiencies in crops

Length: 10 Sessions





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## SECTION D

### "FARM MACHINERY MANAGEMENT"

- a) **"OPERATING MANAGEMENT"** — This course includes practical ideas and adjustments for the operation of farm equipment, along with financial management information which will help to return extra dollars to the operator. Topics include:
- 1) field layout and field efficiency
  - 2) machine adjustment
  - 3) operating costs
  - 4) partial budgeting for the machine owner
  - 5) ownership costs vs. leasing costs
  - 6) calibrating the field sprayer

Length: 5 Sessions



For further information about (1) the courses outlined in this booklet or (2) other agricultural courses that may be of interest to you, contact your County or District office of the Ontario Department of Agriculture and Food.